

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06

TRSE-00 ERDA-05 CIAE-00 /032 W

-----086748 190218Z /73

R 181515Z AUG 77

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 1139

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USDOC FOR BEWT/TDAD

E.O. 11652: N/A

TAGS: BGEN, EEWT, UR

SUBJECT: INTERSIL, INC., CONTACT WITH ELEKTRONORGTEKHNIKA

1. ROBERT L. GAULT, PRODUCT MARKETING MANAGER, INTERSIL, INC., INFORMED E/C COUNSELOR AUGAT 17 OF FIRST CONTACT WITH ELEKTRONORGTEKHNIKA (ELORG) OFFICER DIRECTOR FOR COMPUTER SYSTEMS V.N. PLAKHOV IN MOSCOW. GAULT PREFACED REMARKS BY NOTING HE HAD BEEN BRIEFED HIMSELF IN USDOC (OFFICE OF EXPORT ADMINISTRATION) ON WHAT PRODUCTS INTERSIL MIGHT BE ABLE TO OBTAIN A LICENSE TO SELL IN USSR, BUT SOVIETS HAD APPEARED PRIMARILY INTERESTED IN ITEMS FOR WHICH IT MIGHT NOT BE POSSIBLE TO OBTAIN AN EXPORT LICENSE. NEVERTHELESS, EACH SIDE HAD AGREED TO GIVE FURTHER CONSIDERATION TO SUBJECT.

2. GAULT SAID THAT PURPOSE OF HIS VISIT HAD BEEN TO DISCUSS DEVELOPMENT OF A BUSINESS RELATIONSHIP BETWEEN THE ADVANCED MEMORY SYSTEMS DIVISION OF INTERSIL AND THE MANUFACTURERS OF RIAD COMPUTERS IN THE USSR. HE EXPLAINED THAT INTERSIL WOULD LIKE TO BE ABLE TO MAKE SALES IN CZECHOSLOVAKIA, EAST GERMANY AND POLAND AS WELL AS IN THE GDR. NOTING THAT IBM HAD SOLD SOME COMPUTERS IN THE USSR,
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GAULT ALSO POINTED OUT THAT INTERSIL OFFERS ADD-ON MEMORY SYSTEMS FOR IBM 360-370 COMPUTERS AT SUBSTANTIALLY LOWER PRICES THAT CAN BE OBTAINED FROM IBM DIRECTLY.

3. GAULT STATED THAT ELORG REPRESENTATIVE PLAKHOV EXPRESSED MORE INTEREST IN ACQUISITION OF DEVICES FOR RIAD THAN MEMORY SYSTEMS. GAULT EXPLAINED THAT IT MADE LITTLE

DIFFERENCE TO INTERSIL; THERE WAS MORE WORK IF COMPLETE SYSTEMS ARE SOLD, BECAUSE THEY REQUIRE MAINTENANCE BY INTERSIL TECHNICIANS. SOVIETS HAD ALSO VOICED SOME INTEREST IN 4K, 8K AND 16K CHIPS FOR MEMORY SYSTEM, WHICH WOULD GREATLY ECONOMIZE STORAGE SPACE PROBLEM. HE SAID THAT SOVIET INTEREST RANGED IN "HUNDREDS OF THOUSANDS" OF CHIPS (16K CHIP, PROBABLY AVAILABLE NEXT SPRING, WOULD RETAIL FOR ABOUT \$20, HE SAID).

4. INTERSIL WOULD HAVE NO INTEREST IN LICENSING PRODUCTION OF MEMORY SYSTEMS BY SOVIETS, EVEN IF IT WERE FEASIBLE UNDER USG EXPORT CONTROL REGULATIONS.

5. GAULT MENTIONED THAT INTERSIL ALSO SELLS MEDICAL EQUIPMENT. COUNSELOR SUGGESTED THAT HE CONTACT MEDEXPORT ON ANY FUTURE VISIT TO USSR.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN MARKETS, EAST WEST TRADE, VISITS, JOINT VENTURES, COMPUTERS
Control Number: n/a
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Sent Date: 18-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MOSCOW12019
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770299-0471
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
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Litigation History:
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Message ID: 9c098b58-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1562443
Secure: OPEN
Status: NATIVE
Subject: INTERSIL, INC., CONTACT WITH ELEKTRONORGTEKHNIKA
TAGS: BGEN, EEWT, BTRA, UR, INTERSIL, ELEKTRONORGTEKHNIKA
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/9c098b58-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009